

Message Text

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FM AMEMBASSY BONN

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AMEMBASSY LONDON

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E.O. 11652: N/A

TAGS: EAIR, WB, UK, US, FR, GW

SUBJECT: AEROAMERICA'S SAARBRUECKEN APPLICATION

REF: A. STATE 166283 B. BONN 11512

1. SUMMARY: EMB CAA HAS DISCUSSED WITH CARRIER REP U.S. THINKING ON ALTERNATIVE UTILIZATION OF AIRCRAFT AERO-AMERICA PLANS TO ACQUIRE FOR THE PROPOSED SAARBRUECKEN SERVICE. DESPITE THESE LIMITATIONS, AEROAMERICA REP BELIEVED THE COMPANY WOULD CHOOSE TO PURCHASE THE AIRCRAFT AND PROCEED WITH ITS APPLICATION. ALTHOUGH STILL WITHOUT FINAL INSTRUCTIONS, THE UK CAA BELIEVES UK WILL NOT OBJECT TO SAARBRUECKEN SERVICE AS LONG AS NO ADDITIONAL IGS SCHEDULED ROUTES CHARTER OPERATIONS POTENTIALLY COMPETITIVE WITH EXISTING SCHEDULED ROUTES ARE PROPOSED FOR AEROAMERICA. OUR FURTHER REVIEW OF THE CARRIER'S CHARTER OPERATIONS TO DATE PRESENTS A VERY POSITIVE PICTURE. END SUMMARY.

2. IN THE ABSENCE OF AEROAMERICA GENERAL MANAGER MATHUS, EMB CAA DISCUSSED FURTHER DETAILS OF AERO-

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AMERICA'S SAARBRUECKEN APPLICATION WITH THE CARRIER'S

OPERATIONS MANAGER (HAHN) ON JULY 23. HAHN CONFIRMED THAT AEROAMERICA INTENDED TO PURCHASE ONLY ONE F-27, AND AS WE ASSUMED, WOULD USE ONE OF ITS 720'S FOR BACK-UP. HAHN WAS CONFIDENT THAT EVEN DURING THE BUSY SUMMER SEASON, AEROAMERICA WOULD HAVE NO DIFFICULTY IN DIVERTING ONE OF ITS LARGER AIRCRAFT TO FLY THE SAARBRUECKEN SERVICE IF THIS BECAME NECESSARY.

3. EMB CAA APPRISED HAHN OF PRESENT U.S. THINKING REGARDING ALTERNATIVE USES FOR THE F-27, POINTING OUT THAT IT WAS VIRTUALLY CERTAIN NO OTHER SCHEDULED IGS SERVICES WOULD BE AVAILABLE TO THE CARRIER. MOREOVER, EMB CAA STRESSED IT WAS DIFFICULT TO ENVISAGE TRIPARTITE CAA APPROVAL FOR ANY F-27 CHARTER ACTIVITIES TO FRG DESTINATIONS. SINCE THE AIRCRAFT WOULD BE UNSUITABLE FOR INTERMEDIATE OR LONG-RANGE CHARTERS WE THOUGHT AEROAMERICA SHOULD OPERATE UNDER THE ASSUMPTION THAT ITS F-27 COULD BE USED ONLY ON THE SAARBRUECKEN SERVICE. EMB CAA, HOWEVER, DID NOT PRECLUDE THE POSSIBILITY OF CHARTERS TO SUCH POPULAR AND CLOSE-IN INTERNATIONAL DESTINATIONS AS KLAGENFURT AND SALZBURG IN AUSTRIA.

4. HAHN SAID THERE WAS NO DOUBT AEROAMERICA WOULD HAVE PREFERRED TO USE THE AIRCRAFT FOR CHARTER ACTIVITY DURING HOURS WHEN IT WAS NOT COMMITTED TO THE SAARBRUECKEN SCHEDULE AS A MEANS OF ACHIEVING FULL UTILIZATION OF THE AIRCRAFT. ON BALANCE, HOWEVER, HE BELIEVED THE COMPANY WOULD PROCEED WITH THE ACQUISITION OF THE F-27 AND ITS SAARBRUECKEN APPLICATION UNDER THE CONDITIONS OUTLINED IN PARA TWO ABOVE. HAHN PROMISED TO PROVIDE A LETTER SIGNED BY A RESPONSIBLE COMPANY OFFICER CONFIRMING AEROAMERICA'S RECOGNITION THAT IF ITS SAARBRUECKEN APPLICATION WAS APPROVED THE AIRLINE WOULD BE EXPECTED TO ASSIGN FIRST PRIORITY TO MEETING ITS SCHEDULE EVEN IF THIS REQUIRED DIVERTING AN OTHERWISE COMMITTED AIRCRAFT. AEROAMERICA WILL ALSO PROVIDE THE EMBASSY WITH ANY MARKET DEMAND DATA FOR A SAARBRUECKEN SCHEDULED SERVICE IT HAS DEVELOPED OR PLANS TO DEVELOP.

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5. HAHN FURTHER POINTED OUT THAT AEROAMERICA WOULD PERMANENTLY STATION TWO F-27 CREWS IN BERLIN IF ITS SAARBRUECKEN APPLICATION WERE APPROVED. IT MIGHT ALSO BE POSSIBLE TO TRAIN AT LEAST ONE OF THE FIVE 720 CREWS IN BERLIN ON A ROTATING BASIS TO FLY THE F-27. SPEAKING OF AEROAMERICA'S OPERATIONS TO DATE, HAHN POINTED OUT THAT THE CARRIER HAD COMPLETED 90 FLIGHTS IN MAY AND 77 IN JUNE FOR A TOTAL OF ROUGHLY

1000 FLIGHT HOURS WITHOUT ENCOUNTERING ANY SIGNIFICANT PROBLEMS. (COMMENT: DUE TO CAREFUL PRE-COORDINATION OF ITS SCHEDULE WITH THIS OFFICE, AEROAMERICA HAS THUS FAR AVOIDED THE USUAL TROUBLESOME SPATE OF SUMMER SEASON LATE ARRIVALS AT TEGEL. THIS HAS NOT BEEN THE CASE WITH THE BRITISH SUPPLEMENTALS.) AS FAR AS KNOWN, THE

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TRAVELING PUBLIC AND THE TOUR OPERATORS ARE COMPLETELY SATISFIED WITH THE OPERATION. IN ORDER TO REACH ITS CANARY ISLAND DESTINATIONS WITHOUT A FUEL STOP, AERO-AMERICA HAS DECIDED TO STATION A RECENTLY ACQUIRED 707 IN BERLIN, RETURNING ONE 720 TO THE U.S.

6. IN RESPONSE TO THE UK CAA'S (GROVES) REQUEST FOR THE LATEST ON U.S. THINKING REGARDING THE APPLICATION, WE REVIEWED THE GIST OF THE ABOVE, STRESSING THE U.S.' INTENTION TO AVOID ANY SITUATION WHICH WOULD HAVE A SIGNIFICANTLY DISADVANTAGEOUS IMPACT ON THE IGS CARRIERS. ALTHOUGH HE STILL HAD NO FINAL INSTRUCTIONS, GROVES

SAID HE WAS REASONABLY CONFIDENT THAT GIVEN OUR POSITION ON UTILIZATION OF THE F-27, LONDON WOULD NOT OBJECT TO THE APPROVAL OF THE SAARBRUECKEN APPLICATION. HE BELIEVED HE WOULD BE ABLE TO PROVIDE US WITH A FORMAL UK POSITION EARLY NEXT MONTH.

7. COMMENT: IT OCCURS TO US THAT ONE SUBSIDIARY ADVANTAGE TO AEROAMERICA'S PROPOSAL WOULD BE THE ADDED FLEX-LIMITED OFFICIAL USE

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IBILITY GAINED BY HAVING A SMALLER AIRCRAFT SUCH AS THE F-27 WITH ITS RELATIVELY LOW OPERATING COST (COULD BE CHARTERED FOR ABOUT US \$600 PER HOUR) PERMANENTLY STATIONED IN BERLIN. THIS COULD PROVE ESPECIALLY USEFUL FOR LATE NIGHT MED EVACS ETC. IN ANY EVENT, WE WILL STAY IN CLOSE TOUCH WITH AEROAMERICA TO ENSURE THAT THE COMPANY FULLY APPRECIATES THE CIRCUMSTANCES UNDER WHICH IT WOULD BE EXPECTED TO OPERATE THE SAARBRUECKEN SERVICE.
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